

**AD HOC COMMITTEE ON REAL ESTATE EDUCATION  
MEETING MINUTES  
JANUARY 21, 2010  
RESCHEDULED FROM DECEMBER 9, 2009**

**PRESENT:** Steven Beers (arrived at 8:15), Anne Blood, Lawrence Sager and Rita McCain-Walker (by Telephone), Cori Lamont (arrived at 8:30)

**STAFF:** Yolanda McGowan, Bureau Director, Michelle Solem, Bureau Assistant and Secretary Jackson

**CALL TO ORDER**

Yolanda McGowan, Bureau Director, called the meeting to order at 8:10 a.m. A quorum of three (3) was confirmed.

**APPROVAL OF AGENDA**

**MOTION:** Larry Sager moved, seconded by Anne Blood, to adopt the Agenda as published. Motion carried unanimously.

**APPROVAL OF MINUTES**

**MOTION:** Larry Sager moved, seconded by Anne Blood, to approve the Minutes of November 17, 2009, as published. Motion carried unanimously.

**ADMINISTRATIVE REPORT**

Yolanda McGowan updated the committee on recent staffing changes and indicated that the Department is still in the process of completing the hiring process to create a fully staffed division.

Secretary Jackson spoke to the committee noting this to be their last meeting. The Committee provided Secretary Jackson with a brief report of the progress that the Committee has made. Secretary Jackson raised concern about the reasons for suggesting post-license training, noting that the Department is a consumer protection. Secretary Jackson asked for a listing of the Committee's recommendations for submission to the Real Estate Examining Board. Secretary Jackson asked that the formal recommendations include a great deal of detail related to the 24 hour course and exam. She also requested information related to the model that was used to develop this scenario. Secretary Jackson thanked the Committee for their service.

**DESIGNATIONS**

There were categories included in the agenda. The committee discussed the use of designations, testing the category list included in the agenda materials.

## RECIPROCITY

The Committee agreed that the 24 hour live education requirement in addition to the current education requirements, would also be required for reciprocal licensees.

**MOTION:** Anne Blood moved, seconded by Larry Sager, to recommend that for reciprocal salesperson requirements, the 24 hour education requirement be added to the current requirements. Motion carried unanimously.

The Committee discussed requirements for reciprocal broker licensure in Wisconsin. It was suggested that out of state brokers receive credit for home state transactions up to 30% of the required transaction points. All else would remain the same. The Committee also discussed removing the 2 year salesperson requirement if the applicant has maintained a broker's license for 2 of the previous 4 years in the applicant's home state. In addition, verifiable designation courses would also be allowed. If they have not held a Broker's license in their home state for 2 of the previous 4 years, they would apply as a salesperson and would be required to follow the Wisconsin track to obtain a Wisconsin Broker's license.

**MOTION:** Anne Blood moved, seconded by Larry Sager, to recommend that applicants for reciprocal broker licensure who have not held a broker's license in another jurisdiction for 2 of the 4 years preceding application, meet the following requirements to obtain a Wisconsin Brokers License:

- Meet current reciprocal Wisconsin Salesperson license requirements and
- Meet current broker's license requirements

Motion carried unanimously.

**MOTION:** Steven Beers moved, seconded by Larry Sager, to recommend that applicants for reciprocal broker licensure, who have held a broker's license in another jurisdiction for 2 of the 4 years preceding application, be able to waive all Wisconsin salesperson's license requirements, except payment of all applicable fees; and a Wisconsin broker's license upon meeting all current Broker's licensing requirements. The salesperson education licensing requirements and the 2 year experience requirement will be waived for those applicants. Said applicants will be able to apply a designated % of transactions in their home jurisdiction to the Wisconsin transaction requirements. Motion carried unanimously.

**MOTION:** Steven Beers moved, seconded by Larry Sager, to recommend that if an applicant for reciprocal broker licensure has held a broker's license in another jurisdiction for 2 of the 4 years preceding application and has paid the applicable fees, the Board waives all of the other Wisconsin salesperson's license requirements; and a Wisconsin broker's license shall be issued upon the applicant meeting all current Broker's licensing requirements. The 2 year portion of the experience requirement shall be waived but the applicant will still be required to complete the transactional

requirement and will be able to apply a designated percentage of the transactions from their home jurisdiction to the Wisconsin transaction requirements. Motion carried unanimously.

## **DISCUSS ISSUES RELATING TO EDUCATION AND EXPERIENCE REQUIREMENTS FOR BROKER LICENSURE**

After much discussion the committee developed the following point system:

### Designations –maximum 10

#### Completed Closed Transactions – minimum 40 points

- Residential
  - 4 points each
- Commercial
  - 8 points each
- Property Management
  - Managed Property
    - .25 points per month per unit
  - Managed Unit
    - 1 point per month per property management contract
- Time Share/Fractional Sales
  - .25 points per unit sold

### Experience – maximum 10

- 5 points per year

**MOTION:** Anne Blood moved, seconded by Larry Sager, to accept the point divisions as listed on page 3 of the November 17, 2009, Minutes. Motion carried unanimously.

**MOTION:** Steven Beers moved, seconded by Rita McCain-Walker, to recommend a maximum of 4 points for each residential sales transaction, a maximum of 8 points per commercial sales transaction, .25 points per month per unit of a managed property, and a maximum of 1 point per month per property management contract. Motion carried unanimously.

**MOTION:** Larry Sager moved, seconded by Cori Lamont, to require a minimum of 60 points to obtain a broker's license within the following categories.  
A minimum of 40 points for completed transactions  
A maximum of 10 points for specified education.

A maximum of 10 points for experience.  
Motion failed.

**MOTION:** Larry Sager moved, seconded by Cori Lamont, to require a minimum of 60 points to obtain a broker's license with the following categories.  
A minimum of 40 points for completed transactions;  
A maximum of 10 points for specified education;  
5 points per real estate related designation and/or formal degree ;  
A maximum of 10 points for experience.  
Motion carried unanimously.

Ms. McGowan will draft recommendations and filter to committee. She will revise as necessary and present to the Real Estate Examining Board (REB) at the April meeting. She will include any comments from the Committee and the REB in the communication with Secretary Jackson on the recommendation.

Ms. McGowan acknowledged the Committee members' commitment and hard work and thanked the committee for their service.

### **ADJOURNMENT**

**MOTION:** Anne Blood moved, seconded by Cori Lamont, to adjourn at 11:30 a.m.  
Motion carried unanimously